

## Message Text

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61

ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/MEPD/WHAIMES/CF

APPROVED BY EB/OCA/CM/LAKLIEFORTH

COM/BIC/OED/MEPD/JRHEAGEN DEP DIR

COM/BIC/OIM (INFO)

NEA/PAB/MGORDON JONES

----- 124173

R 211757Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMABAD

AMCONSUL KARACHI

INFO AMCONSUL LAHORE

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E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: CHEMTEX/DUPONT POLYESTER PLANT PROJECT -

--- EXAMPLE OF EXCELLENT COMMERCIAL WORK

REF: ISLAMABAD 10475 AND PREVIOUS

1. DESPITE RECENT EVENTS WHICH DO NOT BODE WELL FOR CHEMTEX CHANCES OF SUCCESSFUL CONTRACT NEGOTIATIONS, WISH TO COMMEND BOTH EMBASSY AND CONSUL KARACHI ON MOST OUTSTANDING HANDLING OF MAJOR PROJECT COMMERCIAL WORK. EVEN IF PROJECT IS LOST, THE MAJOR EXPORT PROJECTS DIVISION (MEPD), USDOC, INTENDS USE THIS CASE AS SHINING EXAMPLE OF ALL-OUT EFFORT BY EMBASSY AND CONSULATE OFFICERS IN SITUATION WHERE USG ASSISTANCE WAS CRUCIAL. BELIEVE CHEMTEX WOULD NOT HAVE RECEIVED LETTER OF INTENT ORIGINALLY WITHOUT COORDINATED ACTION FROM POSTS AND STATE/COMMERCE.

2. THROUGHOUT DIFFICULT BIDDING AND NEGOTIATING PERIOD

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POSTS HAVE PROVIDED COMMERCE AND THEREBY THE CHEMTEX

CONSORTIUM WITH INTELLIGENT AND TIMELY REPORTING. IN ADDITION, POSTS HAVE DISPLAYED EXCEPTIONAL ENERGY,

PERSISTENCE, AND COMPETENCE IN SELLING THE MERITS OF THE U.S. PROPOSAL, AND IT CAN TRULY BE SAID THE EMBASSY AND CONSULATE WERE PART OF THE CHEMTEX MARKETING TEAM. ALSO APPARENT WAS FACT THAT POSTS MAINTAINED EXCELLENT WORKING RELATIONS WITH KEY PAKISTANI CONTACTS AND HAD OBVIOUSLY CULTIVATED SUCH CONTACTS WITH FORESIGHT.

3. WE ARE AS WELL IMPRESSED WITH ASSISTANCE POSTS RENDERED TO CHEMTEX/DUPONT/ROHM AND HAAS REPRESENTATIVES DURING THEIR MANY VISITS TO PAKISTAN. BOTH EMBASSY AND CONSULATE CAME THROUGH WITH HIGHEST LEVEL APPOINTMENTS WITH PAKISTAN GOVERNMENT OFFICIALS AND PERSONALLY REPRESENTED USG'S INTEREST IN NUMEROUS MEETINGS DURING NEGOTIATIONS. IN ABSENCE OF CHEMTEX NEGOTIATING TEAM, EMBASSY AND CONSUL WERE QUICK TO SEE NEED FOR USG REPRESENTATIONS ON BEHALF OF U.S. CONSORTIUM, AND DID UTMOST IN ATTEMPTING TO KEEP NEGOTIATIONS RUNNING SMOOTHLY.

4. APPLAUD AMBASSADOR'S PLANNED MEETING WITH PM BHUTTO AND HOPE IT IS SUCCESSFUL IN TURNING THE TIDE IN FAVOR OF CHEMTEX PROPOSAL.  
KISSINGER

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NNN

## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 21 NOV 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** buchant0  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
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**Original Handling Restrictions:** n/a  
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**Reference:** 75 ISLAMABAD 10475  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** buchant0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 19 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
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**Status:** NATIVE  
**Subject:** CHEMTEx/DUPONT POLYESTER PLANT PROJECT - --- EXAMPLE OF EXCELLENT COMMERCIAL WORK  
**TAGS:** BEXP, PK  
**To:** ISLAMABAD KARACHI  
**Type:** TE  
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